

FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm _____

Address _____

World Wide Web address _____

Has your firm produced or exported crawfish tail meat (as defined in the instruction booklet) at any time since January 1, 1997?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Signature of Authorized Official

Date

() _____
Phone

() _____
Fax

E-mail address

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's crawfish tail meat in 2002. **Please fax this page to Olympia Hand at 202-205-3205 by March 13, 2003.**

- I-4. In Parts II and III of this questionnaire we request copies of your company's business plan. Does your company have a business plan?

☐ Yes ☐ No

If yes, did you provide the requested copies?

☐ Yes ☐ No--Please explain why not.

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce crawfish tail meat in the United States or other countries?

☐ No

☐ Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Olympia Hand for copies of that questionnaire).

I-6. Does your firm or any related firm import or have any plans to import crawfish tail meat into the United States?

☐ No

☐ Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Olympia Hand for copies of that questionnaire).

PART II.--TRADE AND RELATED INFORMATION

II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of crawfish tail meat since September 15, 1997 (the date on which the antidumping duty order under review became effective)?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce crawfish tail meat (in pounds) for 2003 and 2004.**

II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of crawfish tail meat in China in the future?

☐ No

☐ Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-5. Describe the production technology used in the production of crawfish tail meat in China and identify major production inputs. Also discuss any significant changes in production technology since 1997 (the year the antidumping duty order(s) under review became effective).

- II-6. Has your firm since 1997 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of crawfish tail meat?

☐ No ☐ Yes--List the following information and report your firm's combined production capacity and production of these products and crawfish tail meat in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

(Quantity in pounds)						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY						
PRODUCTION						

- II-7. Has your firm since 1997 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce crawfish tail meat?

☐ No ☐ Yes--List the following information.

<u>Product</u>	<u>Period</u>
<hr/>	<hr/>
<hr/>	<hr/>

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of crawfish tail meat?

_____ Percent

II-10. Is your firm able to switch production between crawfish tail meat and other products in response to a relative price change in the price of crawfish tail meat vis-a-vis the price of other products, using the same equipment and labor?

☐ No

☐ Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from crawfish tail meat.

II-11. Has your firm maintained any inventories of crawfish tail meat in the United States (not including inventories held by firms identified in questions I-3, I-5, or I-6 above¹) since 1997?

☐ No

☐ Yes--Report the quantity (in pounds) of such end-of-period inventories below.

1997

1998

1999

2000

2001

2002

II-12. (a) Are your firm's exports of crawfish tail meat subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

☐ No

☐ Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

Product	Country	Year imposed	Barrier (if tariff, give rate)
_____	_____	_____	_____
_____	_____	_____	_____

¹ Such firms will report inventories in the Commission's importer or producer questionnaire.

PART II.--TRADE AND RELATED INFORMATION--Continued

(b) Are your firm's exports of crawfish tail meat subject to current investigations in any countries other than the United States that might result in tariff or non-tariff barriers to trade?

☐ No ☐ Yes--List the products(s), country(ies), and type of investigation.

Product	Country	Type of investigation
_____	_____	_____
_____	_____	_____

II-13. Identify export markets (other than the United States) that you have developed or where you have increased your sales of crawfish tail meat as a result of the antidumping duty order on crawfish tail meat from China. Please identify and discuss below.

II-14. Describe the significance of the existing antidumping duty order covering imports of crawfish tail meat from China in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

II-15. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of crawfish tail meat in the future if the antidumping duty order on crawfish tail meat from China were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-16a. Please report production capacity, production, shipments, and inventories of crawfish tail meat produced by your firm in China in **1997-2002**.

(Quantity in pounds, value in dollars)						
Item	1997	1998	1999	2000	2001	2002
AVERAGE PRODUCTION CAPACITY (quantity)						
BEGINNING-OF-PERIOD INVENTORIES¹ (quantity)						
PRODUCTION² (quantity)						
SHIPMENTS:						
Home market:						
Commercial shipments: Quantity						
Value						
Internal consumption/transfers (quantity)						
Exports to--						
United States: ³ Quantity						
Value						
All other export markets: ⁴ Quantity						
Value						
Total exports (quantity)						
Total shipments (quantity)						
END-OF-PERIOD INVENTORIES (quantity)						
<p>¹ <u>Reconciliation of data</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>						
<p>² Please estimate the percentage of total production of crawfish tail meat in China accounted for by your firm's production in 2002.</p> <p>_____ Percent</p>						
<p>³ Please estimate the percentage of total exports to the United States of crawfish tail meat from China accounted for by your firm's exports in 2002.</p> <p>_____ Percent</p>						
<p>⁴ Identify principal <i>other</i> export markets.</p>						

PART III.--MARKET FACTORS

- III-1. To what extent have changes in the prices of raw materials (e.g., live whole crawfish) affected your firm's selling prices for crawfish tail meat during 1997-2002?

Please discuss any seasonal variation in the availability of live whole crawfish.

- III-2. Approximately what percentage of your firm's sales of crawfish tail meat to U.S. customers are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

- III-3. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of crawfish tail meat? _____

- III-4. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

☐ No

☐ Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

PART III.--MARKET FACTORS--Continued

- III-5. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of Chinese-produced crawfish tail meat in the U.S. market since 1997. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

- III-6. Please discuss any anticipated changes in the supply factors noted above that may affect the availability of Chinese-produced crawfish tail meat in the U.S. market in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes.

- III-7. Describe how easily your firm can shift its sales of crawfish tail meat between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting crawfish tail meat between the U.S. and alternative country markets within a 12-month period.

PART III.--MARKET FACTORS--Continued

- III-8. Is the product range, product mix, or marketing of crawfish tail meat in your home market significantly different from the product range, product mix, or marketing of crawfish tail meat for export to the United States or to third-country markets? Have there been any significant changes in the product range, product mix, or marketing of crawfish tail meat in your home market, for export to the United States, or for export to third-country markets since 1997?

☐ No ☐ Yes--Please describe and quantify if possible.

- III-9. Please discuss any anticipated changes in terms of the product range, product mix, or marketing of crawfish tail meat in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes.

- III-10. What other products may be substitutes for crawfish tail meat, and how frequently does such substitution occur?

- III-11. Have there been any changes in the number or types of products that can be substituted for crawfish tail meat since 1997?

☐ No ☐ Yes--Please explain.

PART III.--MARKET FACTORS--Continued

- III-12. Please discuss any anticipated changes in terms of the substitutability of other products for crawfish tail meat in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes.

- III-13. Is the crawfish tail meat produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's crawfish tail meat sold to the United States and/or to third-country markets?

☐ Yes

☐ No--Identify the market(s) and any differences in the products.

- III-14. Describe the end uses of the crawfish tail meat that you manufacture and sell to your home market. If these end uses differ from those of the crawfish tail meat you sell to the U.S. market or to third-country markets, explain.

- III-15. Discuss any changes in the end uses of crawfish tail meat since 1997 by market and time period.

PART III.--MARKET FACTORS--Continued

- III-16. Please discuss any anticipated changes in terms of the end uses of crawfish tail meat in the future, identifying the time period(s) involved, the market(s), and the factor(s) that you believe would be responsible for such changes.

- III-17. How has the demand within your home market and the United States (and worldwide, if known) for crawfish tail meat changed since 1997? What were the principal factors affecting changes in demand?

- III-18. Please discuss any anticipated changes in crawfish tail meat demand in your home market and the United States (and worldwide, if known) in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes.

- III-19. Please compare market prices of crawfish tail meat in your home market, the United States, and third-country markets, if known.

- III-20. Describe briefly your home market for crawfish tail meat, including the number of, and competition between, producers.

PART III.--MARKET FACTORS--Continued

III-21. Do you face competition from imports of crawfish tail meat in your home market?

☐ No

☐ Yes--Please identify the country sources of any imports of crawfish tail meat into your home market.

III-22. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss crawfish tail meat supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including China, and (3) the world as a whole. Of particular interest is such data from 1997 to the present and forecasts for the future.

III-23. Does your firm sell crawfish tail meat over the internet?

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of crawfish tail meat in 2002 accounted for by internet sales.
